

Purdue Scale-Up Conference

USAID's Toolkit for Assessing Scalability: Lessons from Development & Application

Scaling Up to Reach Millions!

**Presentation by
Richard Kohl & Mark Huisenga**

September 26, 2018

Ag Scalability Assessment Toolkit Background

- Scaling case study series:
 - Zambia hybrid maize
 - Senegal irrigated rice
 - Kenya Purdue Improved Crop Storage bags
 - Bangladesh ag equipment
 - Uganda Kuroiler improved chicken breed
- Early Generation Seed Studies (11 countries, 15 crops) on commercialization pathways
- ASAT trials of 5 Innovation Lab technologies

Ag Scalability Assessment Tool

	Scaling Categories	Number of Criteria in this Category	Section Score
A.	The innovation addresses issues important to Development Objectives, National and Local policy priorities, and the needs of Potential Adopters	4	0.0%
B.	The innovation is credible to Key Leaders and Institutions in target systems	6	0.0%
C.	The innovation is relatively easy for target populations to adopt	5	0.0%
D.	There is a strong business case for potential users of the innovation	10	0.0%
E.	There is a strong business case for benefiting the market system and institutions	7	0.0%
F.	The needed public sector enabling environment is in place	7	0.0%
A-F	GRAND TOTAL	39	100.0%

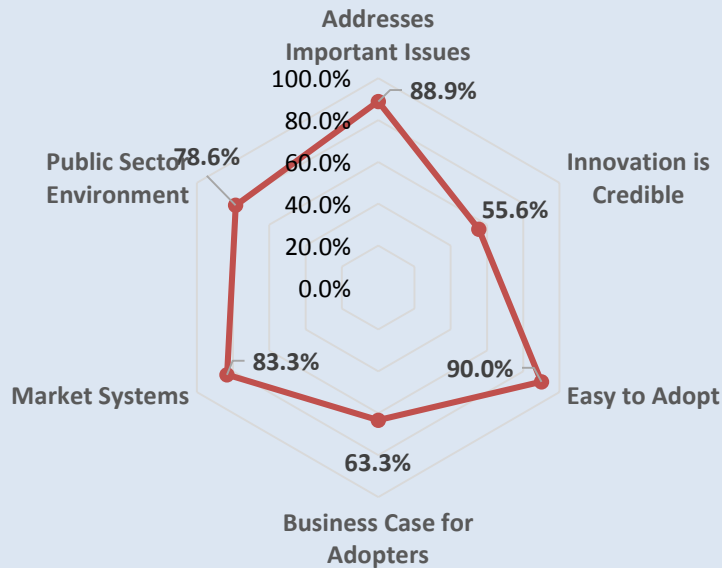
Scoring Factor Examples

Scaling Up Is Harder (Score = 1)	Neutral Factor (Score = 2)	Scaling Up Is Easier (Score = 3)
C.5 Requires initial large scale and investment of over \$200	Can be tried by potential adopters at small scale (under a hectare) with significant investment (\$25-200)	Can be tried by potential adopters at (very) small scale (e.g. a few hundred square meters) with minimal initial investment (under \$25)
D. 10 The innovation must be renewed or purchased every season or at least annually	The innovation lasts 1-3 years after which it must be repurchased or refurbished	The innovation lasts for more than 3 years

Assessment Finding Samples

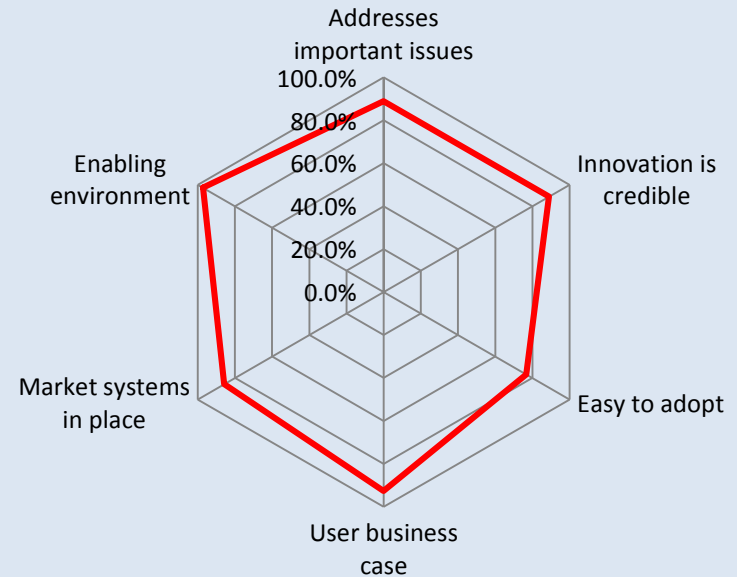
Rift Valley Fever Vaccine

Agriculture Scaling Assessment by Factor Category

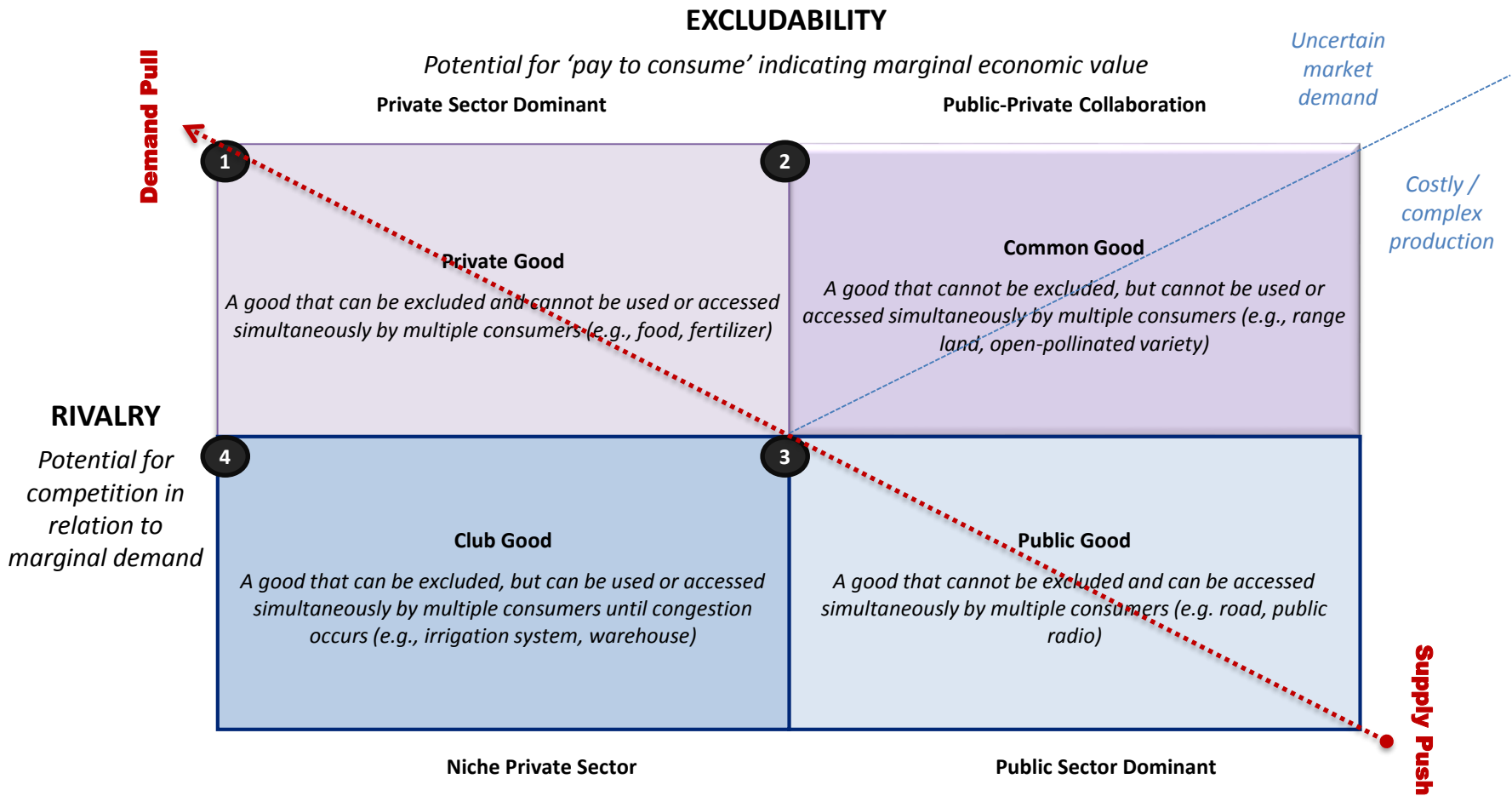


Moisture Meter

Agriculture Scaling Assessment by Factor Category

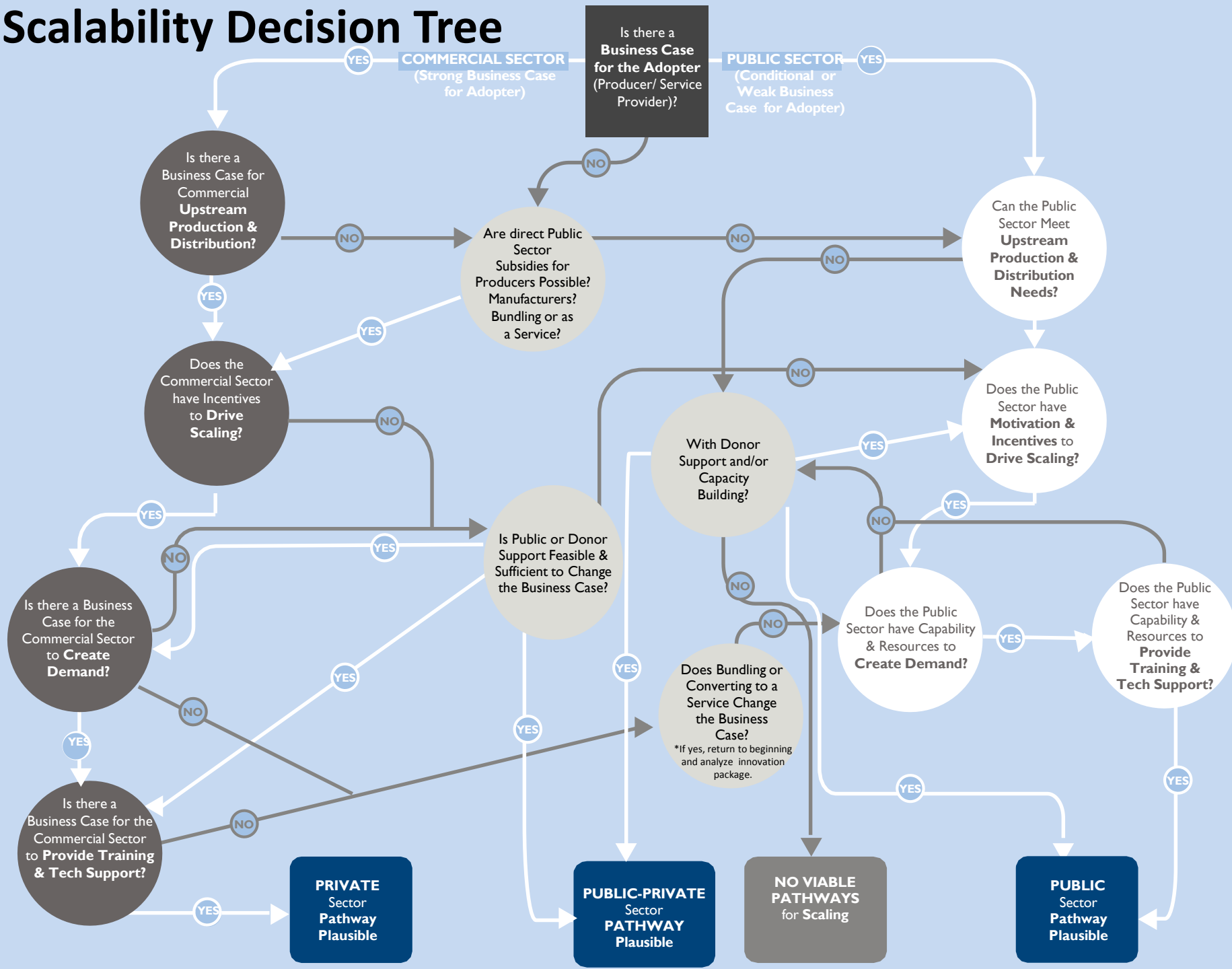


Scaling framework potential delivery pathways



Scaling pathways depend on economic characteristics of a good or service. Public sector investment can enable or crowd out scaling of private goods.

Scalability Decision Tree



OUTCOMES & DASHBOARD

1. Binding and possible constraints
2. Special issues (not among criteria)
3. Recommended pathways
4. High-level scaling strategy
5. Current status and to-be-done



Missing Information

Additional Resources

Early Generation Seed Studies

- <https://www.agrilinks.org/events/strengthening-early-generation-seed-systems-africa-and-beyond>
- <https://www.africaleadftf.org/2016/09/05/early-generation-seed-studies-rwanda-zambia-kenya-nigeria/>

Scaling Ag Case Studies (synopsis)

- <https://www.agrilinks.org/library/synthesis-report-review-successful-scaling-agricultural-technologies>

Partnering for Innovation Reports

- [Success Factors for Commercializing Agricultural Research](#): Geared towards researchers and donors.
- [Companion Guide for the Private Sector](#): Geared towards private sector businesses of all sizes.
- [Companion Guide for Project Managers](#): Geared towards managers of projects that involve commercialization of publicly-funded research.